

Message Text

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PAGE 01 STATE 025312

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TO AMCONSUL OSAKA KOBE

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E.O. 11652:N/A

TAGS: BEXP, JA

SUBJECT: FOREIGN BUYER PROGRAM: FURNITURE

REF: OSAKA KOBE 74

1. USDOC/BIC CONTACTED FURNITURE MART OFFICIALS IN CHICAGO, NEW YORK AND DALLAS. CHICAGO AND NEW YORK STRONGLY RECOMMEND FRIDAY VISITS TO THEIR FACILITIES AS MOST SHOWROOMS ONLY OPEN ON FRIDAY.
2. CONTACT AT NATIONAL FURNITURE MART, 205 LEXINGTON AVE., NEW YORK, MS. FREDIE SCHAEFFER, (212) LE27510. MS. SCHAEFFER WILL ARRANGE VISIT FOR GROUP IF THEY CAN CHANGE SCHEDULE TO INCLUDE A FRIDAY NEW YORK STOP WHEN SHOWROOM OPEN.
3. CONTACT AT AMERICAN MART CORPORATION, 666 N. LAKESHORE DRIVE, CHICAGO, THOMAS J. LYMAN, (312) 787-6100. MOST SHOWROOMS OPEN ONLY FRIDAY HERE ALSO BUT LYMAN COULD ARRANGE LIMITED TOUR ON OTHER DAY.
4. DALLAS WORLD TRADE CENTER CONTACT, RALPH E. YOUNG, BOX 58168 WORLD TRADE CENTER STATION, DALLAS, TEXAS 75207, (214) 744-0116. ALTHOUGH MANY SHOWROOMS NOT OPEN DURING PERIOD OF VISIT YOUNG WOULD ASSIST IN SPECIFIC APPOINTMENTS

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PAGE 02 STATE 025312

AS TIME PERMITS.

5. MANUFACTURERS CONTACTED AND INTERESTED IN EXPORTING
FURNITURE TO JAPAN:

--- BURLINGTON HOUSE
--- AT DALLAS WORLD TRADE CENTER
--- SHOWROOM 4014
--- 2100 STEMMONS
--- DALLAS, TEXAS 75207
--- (214) 742-5859

--- KROEHLER MFG. CO.
--- 200 LEXINGTON AVE.
--- NEW YORK, NEW YORK 10016
--- S.V. WALKER JR.
--- (SHOWROOM LOCATED ACROSS STREET FROM NATIONAL
--- FURNITURE MART. IF NECESSARY, MR. WALKER
--- WILL ARRANGE FOR SHOWROOM TO BE OPEN ON
--- SATURDAY.)

--- BASSETT FURNITURE
--- CHICAGO MERCHANDISE MART--SPACE 1632
--- CHICAGO, ILLINOIS 60654
--- STEVE CONNOR OR LINDA VANKERK
--- (SHOWROOM OPEN 9-5 DAILY.)

6. SUGGEST THAT GROUP PLAN VISIT ONE OR TWO DAYS IN NORTH
CAROLINA WHERE THERE LARGE CONCENTRATION CORPORATE
OFFICES AND MANUFACTURING PLANTS LEADING FURNITURE FIRMS.

7. PLEASE INFORM FOREIGN BUYER STAFF PROJECT OFFICER
IF GROUP PLANS TO CHANGE ITINERARY TO INCLUDE FRIDAY
VISITS TO CHICAGO AND NEW YORK MARTS. FURTHER SUGGEST
THAT GROUP CONTACT PROJECT OFFICER ON ARRIVAL U.S. FOR
ASSISTANCE WITH APPOINTMENTS SCHEDULING AND TRIP TO
NORTH CAROLINA.

8. FOREIGN BUYER STAFF PROJECT OFFICER, PAULETTE
WOLFSON, BIC/OED, WASHINGTON, D.C. 20230, RM. 2322,
202-967-3265. KISSINGER
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PAGE 03 STATE 025312

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